

A grayscale photograph of the United States Capitol building, showing its iconic dome and neoclassical architecture. The building is set against a cloudy sky, and some trees are visible in the foreground and to the right. The title text is overlaid on the center of the image.

Contracting for Flexibility (Agile Development)

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Overview

- Agile Acquisition 99
- Contract Vehicle Examples
- Contract/Orders/Call Examples
- Summary



A stylized, wavy graphic of the American flag, showing the stars and stripes in a flowing, ribbon-like manner. It serves as a background for the text.

Agile Acquisition 99

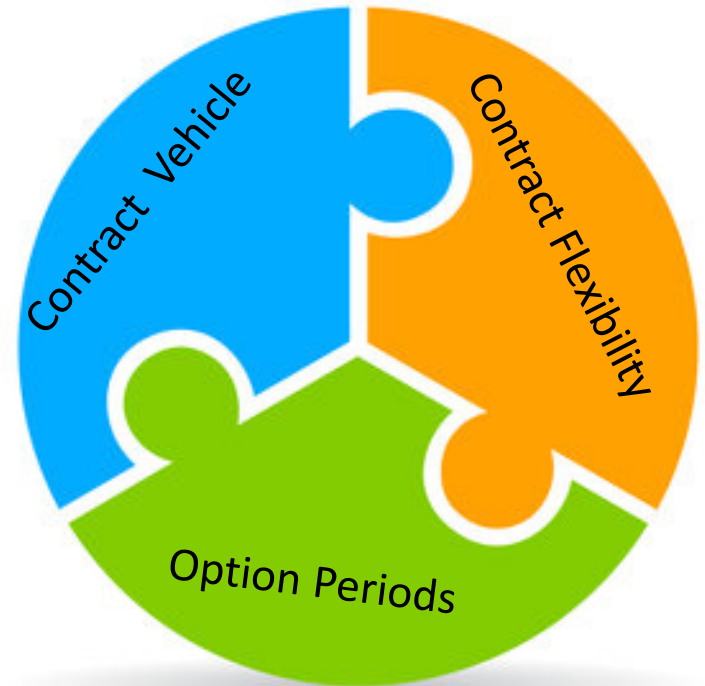
Agile Acquisition Defined

- the strategy, structure, and process to effectively adopt and apply agile methods



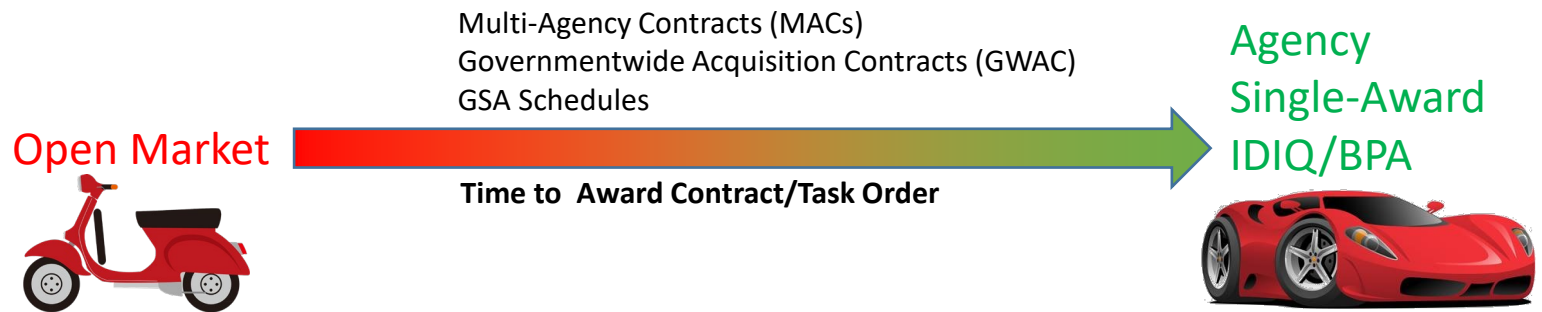
Creating an Agile Acquisition Strategy

- Three primary considerations
 - Contract Vehicle
 - Contract Flexibility
 - Option Periods



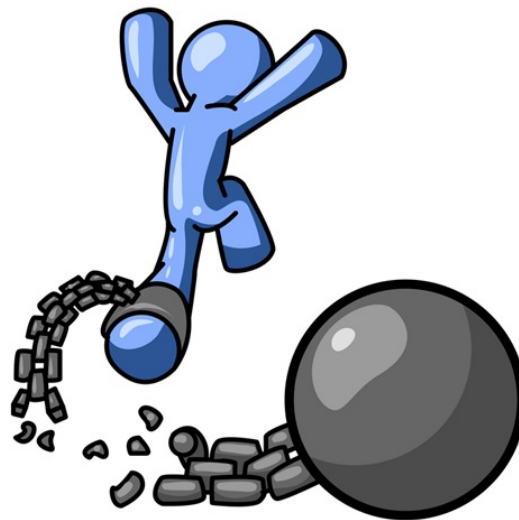
Contract Vehicle

- is a streamlined method the government uses to buy goods and services.
 - Existing Vehicles
 - Multi-Agency Contracts (MACs)
 - Governmentwide Acquisition Contracts (GWAC)
 - GSA Multiple Award Schedule (MAS)
 - Etc.
 - Agency Vehicles
 - Agency IDIQ
 - Agency BPA
 - Agency Basic Ordering Agreements (BOA)



Contractual Flexibility

- The contractual freedom for a contract administrator to respond to changing requirements post contract award. Contractual freedom has the objective of reducing or eliminating contract modifications due to unanticipated scope changes, **while not incurring unnecessary risk.**





Contract Vehicle Examples (Agency BPAs)



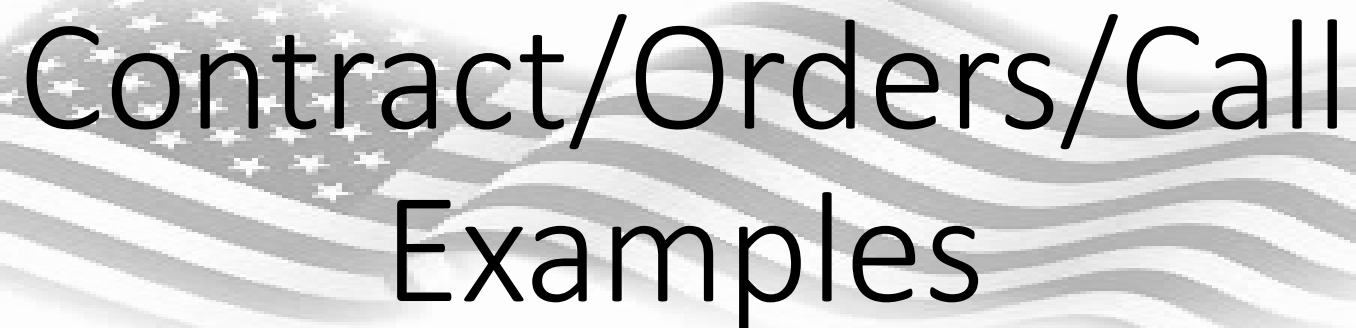
Single-Award BPA (US Navy)

- **Requirement:** The program office can describe the type of work required and provide a rough estimate as to the amount needed over a multi-year span. Once notified of a recurring requirement the program office needs to start the work as soon as possible. The program office estimates they will have 3-4 ad hoc orders throughout the Period-of-Performance to include large updates to existing capabilities and the development of new capabilities. Development efforts are distributed across multiple (3) sites, but all the sites can be identified in advance.
- **Approach: Single-Award BPA**
 - **Top Strength:** Able to quickly place an order and guaranteed minimum discounts per site at the BPA level
 - **Top Weakness:** No competition



Multi-Award BPA (US Treasury)

- **Requirement:** The department requires support for all maintenance operations for systems in production to include the management, architecture, engineering, business requirements, specialty skills, Database Administrators, data warehouse support, enterprise COTS support, and complete SDLC support.
- **Selected Solution: Multi-Award BPA**
 - Top Strength: Speed to Award (60-75 days) while still having competition
 - Top Weakness: Still subject to unexpected delays (Protests, etc.)




Contract/Orders/Call Examples



Example: Convert From T&M to FFP Post Award

- **Requirement:** DoD Sustainable Technology Evaluation and Demonstration (STED) Program
- **Challenge:** To utilize expiring R&D funds over a multi-year period
- **Vehicle Used:** OASIS Pool 4 Unrestricted
- **Approach:**
 - Top Strength: Conversion of expiring R&D funds from severable to non-severable CLINs based upon further definition after award
 - Top Weakness: Can be difficult to determine what “fully defined” really involves



Example: SBA/USDS 8(a) Program Digital Service Initiative

- **Requirement:** The agency needed contractor support to quickly evaluate three online, self-service public transactions, and support the possible redevelopment and beta testing of one of the transactions.
- **Challenge:** This project was at the top of the commissioners list and had an extremely short timeline to complete.
- **Vehicle Used:** SBA/USDS 8(a) Program Digital Service Initiative
- **Approach:**
 - Top Strength: Able to get a vendor on-board quickly
 - Top Weakness: Timeline was unrealistic

Example: FFP Agile Teams (Capacity)

- **Requirement:** The agency had multiple systems (13+) requiring software development services but couldn't identify the exact work required to get to a desired end state, but knew the skills required to move toward that end state AND had a continuous backlog of work.
- **Challenge:** Unknown detailed requirements at the time of award
- **Vehicle Used:** Agency Multi-Award BPA
- **Approach:**
 - **Top Strength:** The detailed requirements were identified post contract award (extreme flexibility)
 - **Top Weakness:** Required more federal oversight when compared to traditional FFP

References: [PWS Template](#)

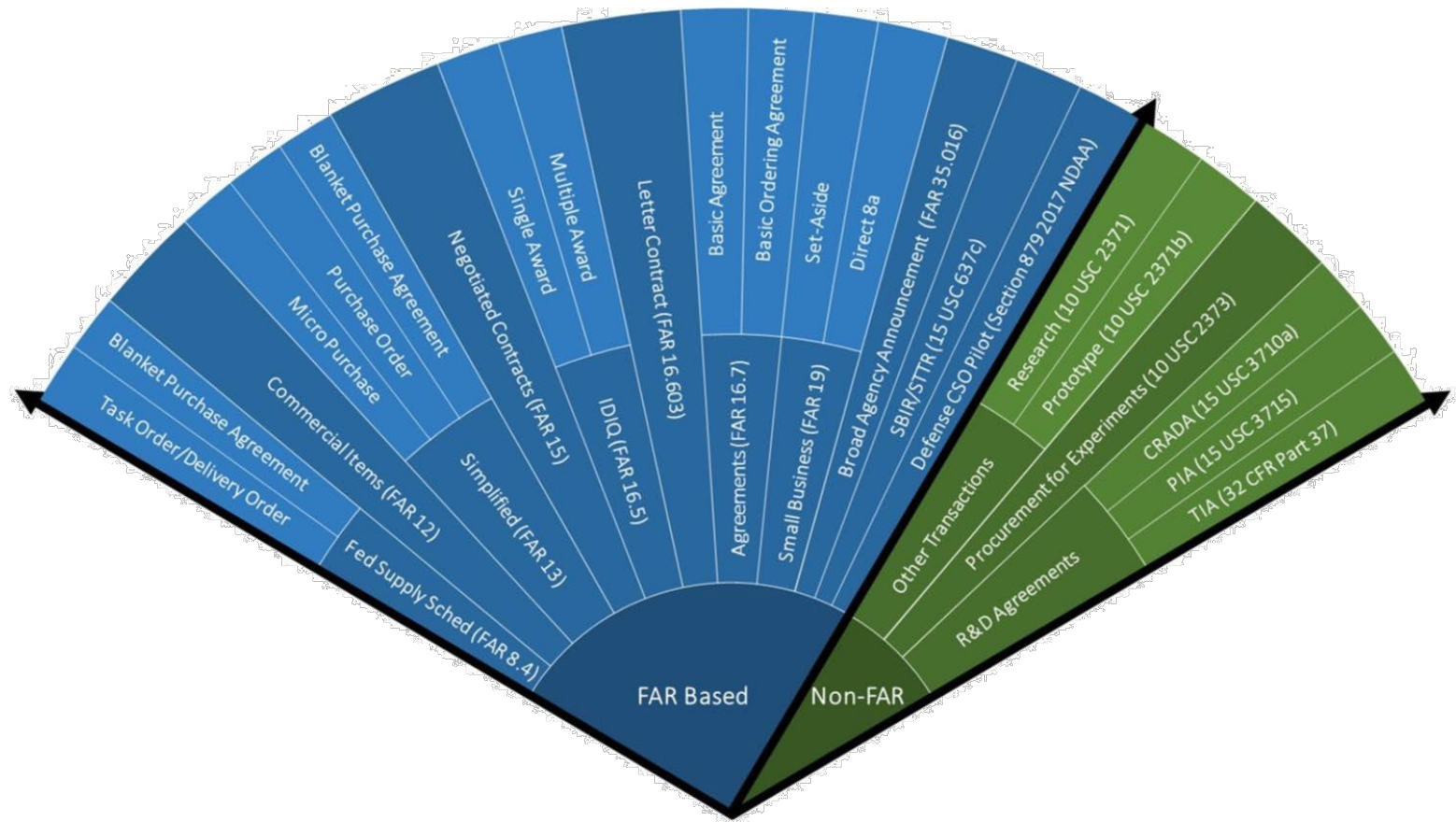
[US Army Presentation](#)

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Conclusion

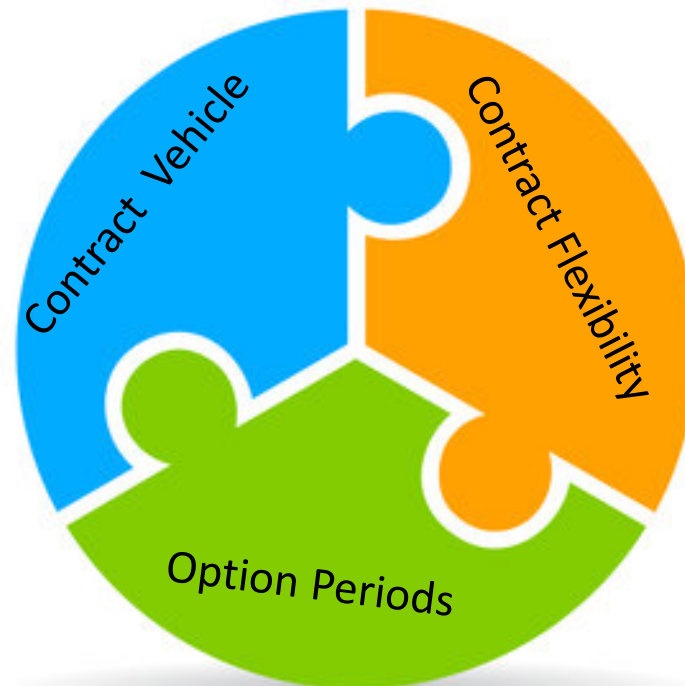
Contracting Cone

- We only covered a fraction of the tools available to the acquisition team



Final Thought

- Make sure you assess all three items during acquisition planning







Additional References

Understanding Agile Software Development

https://media.dau.edu/media/Understanding%20Agile%20Software%20Development/1_l80vnxz9

Understanding Agile Project Management

https://media.dau.edu/media/Understanding%20Agile%20Project%20Management/1_5qqf72nu

Agile 101

https://media.dau.edu/media/Agile%20Acquisition%20101/1_qtvcltya

Contracting for Change (Agile)

[https://media.dau.edu/media/Contracting%20for%20Change%20\(Agile\)/1_03dsk42](https://media.dau.edu/media/Contracting%20for%20Change%20(Agile)/1_03dsk42)

Complexity Level Contracting Approach

https://media.dau.edu/media/Complexity%20Level%20Contracting%20Approach/1_noifyk52

Capacity Team-Based Contract Approach

https://media.dau.edu/media/Capacity%20Team-Based%20%20Contract%20Approach/1_e97qx4ko

United States Digital Service

<https://www.usds.gov>

TechFAR Hub

<https://techfarhub.cio.gov>

Digital Services Playbook

<https://playbook.cio.gov>

Digital IT Acquisition Professional Training (DITAP)

<https://techfarhub.cio.gov/initiatives/ditap>

Victor Angkico

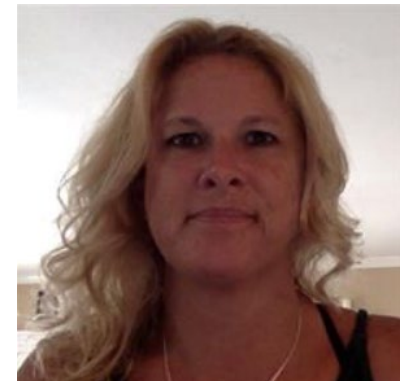
- Victor Angkico is currently a Level III, GS-14, Subject Matter Expert (SME) in competitive contracting in support of the GSA Office of Professional Services and Human Capital Categories (PSHC) in Auburn, WA. In this capacity, Victor provides training and guidance to CO/CS's and PM's on all types and sizes of competitive contracting projects within PSHC, with a focus on those of higher dollar and complexity.
- Victor started his federal civilian service in 1983, having been hired by the Naval Supply Center, Puget Sound in Bremerton, WA after graduating from the University of Washington with a BA in Business, with a concentration in Operations Management.
- From December 2003 to November 2006, Victor served as the branch chief at the GSA Federal Supply Service, Management Services Center, LOGWORLD/Energy branch, in Auburn, WA. In 2004 Victor solicited and awarded the GSA Indian Trust Accounting Division (ITAD) A-76 competitive sourcing study. In 2006, Victor solicited, negotiated, and awarded a highly competitive (30 offers were received) \$500M multiple award Blanket Purchase Agreement (BPA) in support of the Department of Homeland Services (DHS). This BPA was one of the first ever DHS wide strategic sourcing vehicles at the newly formed Agency.
- From November 2006 to April 2016, Victor served as a Senior Contracting Officer at GSA FEDSIM. During this period, Victor solicited, evaluated, and awarded approximately 15 cost type and T&M contracts, most well in excess of \$100M. Of note, in 2010, Victor solicited, evaluated, and awarded several multi-year (10 years) multi-million dollar FAR Part 12 Open Market Small Business Set-aside procurements in support of the CDC. Due to the success of these acquisitions, Victor received both the GSA "Excellence in Acquisition Award for Innovation", and the Office of Small Business Utilization "Above and Beyond Award" in 2011.

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Kirsten Green

- Kirsten is an Acquisition Strategist in the Procurement Community of Practice at the United States Digital Service (USDS)--a federal agency made of technologists and acquisition experts working to transform critical federal government public-facing IT/Digital Services, and rethink how the government buys and builds digital services using agile and modular contracting methodologies.
- She has over 21 years' of federal service. The majority of her career has been in contracting working as a warranted contracting officer for the Bureau of Land Management, National Park Service, GSA FAS Region 8, and has worked on every type of government contract. In 2016, she helped stand up GSA's Technology and Transformation Service branch.
- In 2015, she was selected to participate in the [Digital IT Acquisition Professional Training \(DITAP\)](#) pilot. DITAP is a 6-month long training and development program that teaches federal government acquisition professionals how to design innovative and flexible procurements for IT/Digital Services, and how to become change ambassadors throughout the federal government and earning a FAC-Core Plus Specialization in Digital Services (FAC-C-DS).
- Her role at USDS also includes coordinating the DITAP program, participants and vendors.



Matthew R. Kennedy, PhD

- Matthew R. Kennedy is a Senior IT Program Manager at a department of the US Treasury. Formerly, Matt was a Program Manager at the Army's Program Executive Office - Enterprise Information Systems (PEO-EIS) and was a Professor of Software Engineering at Defense Acquisition University (DAU) where he specialized in agile acquisition. Matt served as the Associate Director of Engineering at the National Cancer Institute's Center for Biomedical Informatics and Information Technology and served in the U.S. Air Force as a network intelligence analyst. He has worked both inside and outside of the government on various IT projects over the last 18 years
- Matthew holds a Bachelors in Computer Science, and a masters and PhD in Computer Science and Software Engineering from Auburn University. He is Defense Acquisition Workforce Improvement Act (DAWIA) Level III certified in Program Management, Systems Engineering, and Information Technology (IT). Matthew is an adjunct faculty member in the VirginiaTech Graduate School of Computer Science, and the undergraduate school at the University of Maryland -Global Campus.

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